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Date: August 04, 2016

To,

M/s. Bombay Stock Exchange of India Limited
PJ Towers, Dalal Street
Mumbai Samachar Marg, Mumbai - 400 001

M/s. National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (E), Mumbai-400051

Dear Sir/Madam,

Subject: Investor Presentation

Reference: Company Name: Pennar Engineered Building Systems Limited
Security ID/ Symbol: PENPEBS
Security Code: 539333
ISIN: INE455O01019

Dear Sir/Madam,

With reference to our letter dated July 29, 2016, we are submitting Investor Presentation.

Thanking you,

For Pennar Engineered Building Systems Limited

Pennar Engineered Building Systems Limited Hyderabad

Subhash Kishan Kandrapu
Company Secretary & Compliance Officer
ACS 32743

Pennar Engineered
Building Systems Limited
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CIN: U45400AP2008PLC057182

Pennar Engineered Building Systems Limited

Investor Presentation

Q1FY17

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Disclaimer

This presentation contains "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Pennar Engineered Building Systems Limited's future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Pennar Engineered Building Systems Limited undertakes no obligation to periodically revise any forward looking statements to reflect future / likely events or circumstances.

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Q1FY17 Results

Ultratech Cements Ltd.
99 meter clear span building

Q1FY17 financial performance – Sustainable, strong growth…

- Gross Sales at Rs 103.3 Crores, up 11.6% YoY
- Net Sales at Rs. 93.9 Crores, up 14.2% YoY
- EBITDA at Rs. 11.27 Crores, up 16.9% YoY
- EBITDA Margin at 12%
- PAT at Rs. 4.40 Crores, up 15.9% YoY

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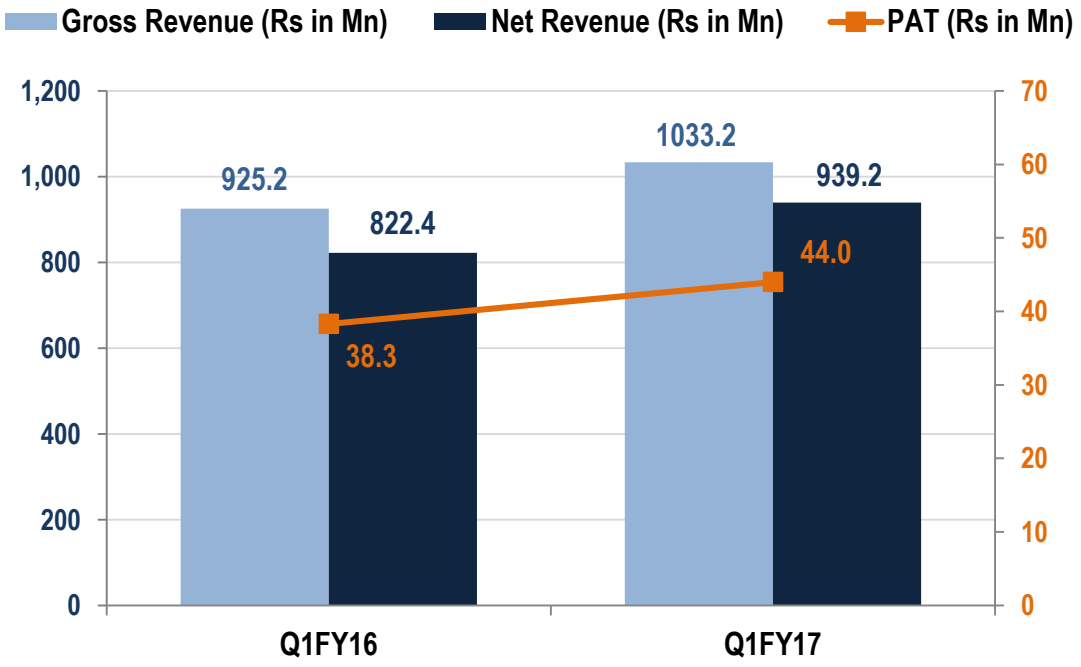
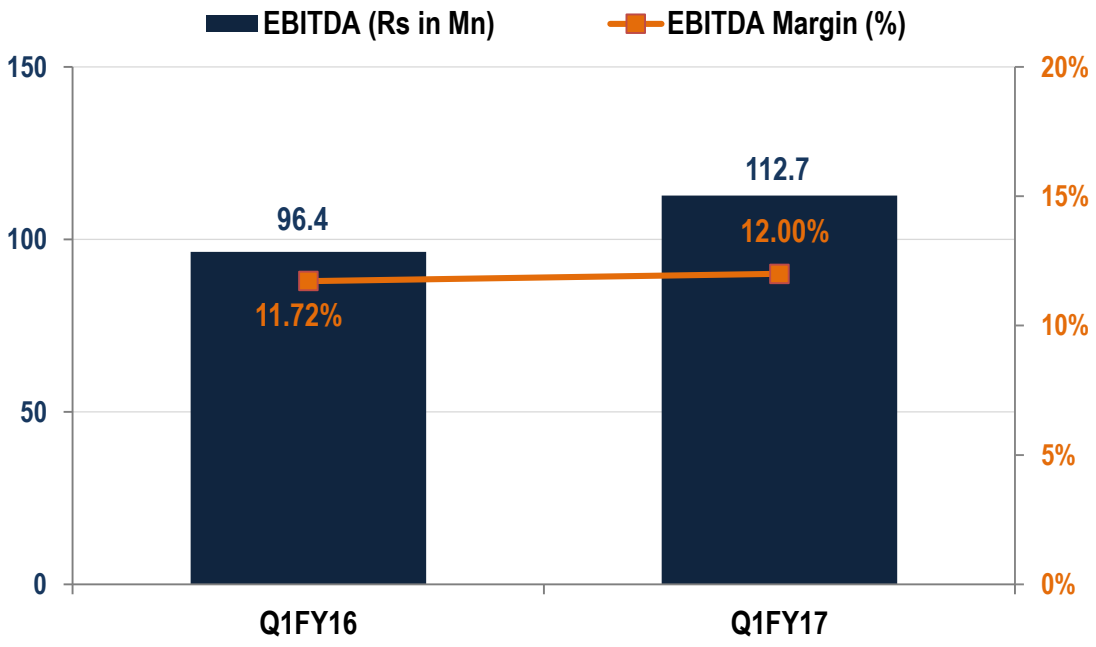
Snapshot of Q1FY17 Financial Performance





Business Highlights of Q1FY17

- Strong Order Book
- Engineering Services
  - Added 2 new clients
  - Increased revenue by 15% vs. Q4FY16
  - Adding significant manpower
  - Exploring the acquisition of a US-based Engineering services company
- Baroda plant begins operations - scales up to 1000 MT/Month
- New manufacturing plant in Gujarat in the works
- Received first Solar Tracking orders
- 5-year Strategy Plan initiated

Robust Order Book to drive growth…

- The current order book stands at Rs. 410 Crores
- New Orders: Received major order from Shapoorji & Pallonji, JBF Industries, HIL Ltd., AGI Glaspac, Musaddilal Properties, Tewari Warehouse, Vee Rubber, among others
- Repeat Orders: The Company received repeat orders from Ultratech Cement, RCC Infraventures, Phoenix, Hetero, among others
- Multiple high-rise building orders received from customers like Reliance and Phoenix
- ACCE Bhagwati Award for Outstanding Design of Industrial Plant Project: 1KM long warehouse building for IOT Pal at Dahej, Gujarat

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High-Margin Engineering Division scaling rapidly….

- The engineering services business has scaled well in terms of number of hours, sales and billing per hour.
- The Company added two new clients in this division.
- Significant additional manpower has been added at the Vishakhapatnam office to provide engineering services to US-based clients.
- Expected revenue in FY17 ~ Rs. 10 crores
- To acquire a US-based company for augmenting our engineering capabilities

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Investing in growth….new Capacity at Baroda, Gujarat

- This plant was taken on a job work basis and began production in May 2016
- Orders in and around Madhya Pradesh, Gujarat and North India are being catered to at this facility
- Monthly production is 800 MT achieved last quarter and has been ramped up to 1000MT/Month from July, 2016
- Expected to reach 1100 MT/Month by August and 1200 MT by September, 2016

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Newer pastures…..Solar Tracking Business

- Solar Single Axis Tracking technology has been imbibed
- Received our first order from Hero Future
- With the MMS market moving towards Single Axis Tracking, we are well positioned to rapidly scale our Solar MMS revenue

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Going into Q2…

1. High-margin warehousing orders to be executed
2. Baroda plant to expand operations in Q2
3. Solar Order Book at Rs. 32 Cr; Expect 100% YoY revenue growth
4. Will be executing first Rooftop Solar Orders
5. Rapid expansion of Engineering Services revenue expected in Q2

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Five-year Strategy Plan……Focus on shareholder value creation

1. Build a high-growth Technology Company
2. Adopt, develop new products in PEB space
3. Strong Engineering capabilities in steel, concrete & composite construction
4. Build world-class engineering, R&D team for high growth
5. Global Presence

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Recent Projects (1/4)

Phoenix Residential Building

Ultratech - Rajshree Cements

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Recent Projects (2/4)

Reliance - Tumkur

TATA Projects

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Recent Projects (3/4)

L & T Valves

New Era

ITC Bangalore

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Recent Projects (4/4)

Kongavi

Siemens

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Investor Contacts

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CIN : L45400TG2008PLC057182